

Exhibit C

CONFIDENTIAL UNDER PROTECTIVE ORDER
WILLIAM GROTZINGER - 10/25/2013

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WILLIAM GROTZINGER
UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF VIRGINIA
ALEXANDRIA DIVISION

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WILLIAM GROTZINGER,)	
)	
Plaintiff,)	
)	
vs.)	No. 13-834 (LMB/IDD)
)	
ALARM.COM INCORPORATED AND)	
FRONTPOINT SECURITY SOLUTIONS,)	
LLC,)	
)	
Defendants.)	
_____)	

CONFIDENTIAL UNDER PROTECTIVE ORDER

VIDEOTAPED DEPOSITION OF
WILLIAM GROTZINGER

FRIDAY, OCTOBER 25, 2013

REPORTED BY: HOLLY THUMAN, CSR No. 6834, RMR, CRR

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2 reference design that was later abandoned.

13:00:40

3 Q. So what I'm try to get at is, you said that

13:00:45

4 before 2012, there are no product-level revenue

13:00:47

5 documents at iControl. Is that right?

13:00:53

6 MS. PROCACCIO-FLOWERS: Asked and answered.

13:00:56

7 Objection.

13:00:57

8 THE WITNESS: Yeah, the 2012 was when we

13:00:58

9 broke out this business unit look.

13:01:01

10 MR. ATKINSON: Q. So that's a "yes" to

13:01:04

11 that question?

13:01:05

12 A. Yeah.

13:01:06

13 Q. Okay. And then you said in 2011, 2010,

13:01:07

14 2009, 2008, 2007, there are revenue documents, but

13:01:11

15 they are not product level. Is that right?

13:01:16

16 A. Yes.

13:01:19

17 Q. And yet, in 2007, 2008, 2009, and up until

13:01:20

18 the merger with uControl in 2010, iControl only

13:01:27

19 had one product. Is that right?

13:01:32

20 A. To the best of my knowledge.

13:01:38

21 Q. And so the 2007, 2008, 2009, and up through

13:01:40

22 October 2010, documents at iControl reflecting

13:01:49

23 revenues are in fact product level, because they

13:01:55

24 reflect revenues from that single iControl

13:02:00

25 product.

13:02:03